

**Minutes of the
Utah Technology Industry Council Meeting
Held March 23, 2004 at the DCED**

The meeting was called to order at 8:15 am. In attendance were:

Voting Members:

Paul Clayson	-	Chair
Peter Genereaux	-	Exec. Resource Group
Rod Linton	-	DCED
Rich Nelson	-	UITA
Suzanne Winters	-	Battelle
Nancy Lyon	-	Univ. of Utah
Stan Lockhart	-	Micron
Kevin Cummings	-	ATK Aerospace
Brian Moss	-	ULSA
Brad Bertoch	-	Wayne Brown Inst.
Jane Stickel	-	BD Medical
Michael Paul	-	GenData

Other attendees

Neil Ashdown	-	Governor's Office
Dave Jones	-	Pathway Assoc.
Michael Keene	-	DCED
Jeremy Neilson	-	DCED
Brice Wallace	-	Deseret News
Inge Krogue	-	DCED
Mary Tull	-	The Leonardo
Joe Andrade	-	Utah Science Center
Mark Renda	-	DCED
Sharon Cox	-	DCED

Welcome and Introductions: The chair welcomed all in attendance and asked the guests to introduce themselves.

Minutes of last Meeting: The minutes of the last meeting were unanimously approved.

Planning Committee Report: Peter Genereaux gave a brief background and update on the status of the RFI. He reported that the committee received 9 responses from the 15 RFI's that were sent out, and that each committee member read either a synopsis of or the full reports and then ranked them based upon the following 5 criteria: (1) Economic development consulting skill and experience; (2) Experience of the firm in the technology industry and it's sub-sectors; (3) Relevance of the experience of the individuals identified to participate; (4) Experience of the firm in performing studies similar to the UTIC requirements; (5) Their proposed methodology. The result of that exercise was that 4 firms were selected to proceed on to the next steps. The 4 firms were: Angelo Economics, Battelle, KPMG and Tip Strategies. Mr. Genereaux then stated that he would like the Council to ratify that decision at this meeting.

Mr. Genereaux stated that the next step would be to undertake fundraising. He said that the estimates from the RFI responses all came in at the \$180,000 to \$225,000 range. He reminded the Council that there is a need to match the State of Utah-DCED's pledge of \$100,000. He said that a 501C-3 would be set up for this purpose. Once confidence is gained that the fundraising activity is going to bear fruit, Mr. Genereaux said that it would then be time to interview with each of the 4 candidates to refine the requirements. The decision as to how to further proceed would be made following those interviews.

The Chairman called for a motion to authorize the Planning Committee to proceed with the selection process as outlined. Suzanne Winters stated that she would abstain from voting on this issue since her firm, Battelle, was one of the bidders. It was also noted that Ms. Winters does not sit as a member of the Planning Committee. Rod Linton reminded the Council that the Planning Committee would need to conform to the State's procurement procedures and said that

he would send out information relevant to that issue to members of the committee. The motion then was moved by Peter Genereaux, seconded by Rich Nelson and unanimously approved.

Funding Committee: The chairman reported that to date, 2 firms had indicated their willingness to help with funding. He stated that he was optimistic that many other firms would also step up. He asked for volunteers from the Council to sit on this committee. Rich Nelson, Peter Genereaux, Brad Bertoch and Brian Moss volunteered. The Chairman stated that the first action for the committee would be to meet with the industry associations to ensure that there is no conflict with other funding activities and to coordinate efforts. He stated that a target list should then be developed and meetings with senior executives should be set up with a view to asking them to fund the study. The Chairman will put together an initial presentation to convey the vision and timeframe for this project.

Legislative Update: Mark Renda handed out the updated UTIC 2004 Legislative Issues document as well a copy of the Master Study Resolution from the Legislature. He brought attention to the “Status” column that was added to the UTIC document, which showed the outcomes of each item, pointing out that the outcomes were as follows:

- | | | |
|-----------------------------------|---|--------------------------|
| • State Securities Division issue | - | No action |
| • Battelle Initiative | - | No Action |
| • Constitutional Revision issue | - | Passed – HRJ 12 |
| • IAF Amendment | - | Passed – HB 57 |
| • Utah Technology Alliance | - | Funded - \$1.5M |
| • Centers of Excellence | - | No increase |
| • UMA issue | - | Funding raised to \$600K |

He then briefly went over the Master Study Resolution list pointing out the items that were related to technology and UTIC’s interests. The Chairman informed Council members that he received a call from Dave Clarke, Chair of the UTC and also met with Rich North and both are willing to look at additional study items that Council would like to put forward. He said that they would like to begin to craft a plan to have the UTIC priority issues put in the form Bill form well in advance of the next Legislative session.

The Chairman stated his interest in being able to track the Study Items as they move forward and questioned whether or not there was a mechanism to do so. Mark responded that there was a Legislative tracking process within the DCED that the Council could tap into, possibly via a monthly email update to the members. Peter Genereaux suggested that Rich North could also help with this. Nancy Lyon mentioned that members could calendar the dates for the meetings, which are held every 3rd Wednesday.

Neil Ashdown Presentation: Mr. Ashdown gave a detailed PowerPoint presentation on “The State of Utah’s Economy”. In his introduction, he mentioned that he was the Chair of the Council of Economic Advisors. Included among the categories of data he presented, were charts and graphs showing Utah’s population, job and income growth rates, which he said indicated that there was a “bubble effect” taking place within the economy. With reference to his presentation on the Industry growth category, members questioned as to whether or not he could specifically identify the technology growth area. Mr. Ashdown replied in the negative, pointing out the barriers and difficulties in being able to do that. He ended by presenting data on growth projections in the various categories, pointing out, that last year was the first year in which Utah’s average pay grew at a slower rate than inflation, but that it was expected to increase to slightly faster than inflation this year.

Utah Science Center/Leonardo Presentation: Mary Tull gave a presentation on the progress of the Leonardo which is to be housed at Library Square. She displayed a rendering showing an overview of the block. She mentioned that a \$10M bond was passed for a dollar to dollar match to renovate the building into which will be housed the Utah Science Center, the Center for Documentary Arts, and the Global Artways. She then handed out brochures that detailed more about the Leonardo.

Joe Andrade also gave a brief presentation on the Utah Science Center. He stated that the Center would be interactive, hands-on science and technology experience geared towards an adult audience, as opposed to like centers in other states that is geared towards children. He then asked for all present to become involved, stating that he would be willing to have further one on one discussion with those who are interested. Mr. Genereaux suggested that Ms. Tull and Dr. Andrade make a proposal to the UTIC outlining specifically how they would like the council to assist.

Next Meeting: The date for the next meeting was set for April 22nd. A notice will be sent out regarding the time for this meeting. Michael Paul reminded the members about the SBIR presentation scheduled for April 13 and inquired as to whether or not it would take the form of a formal UTIC meeting. The Chairman suggested that phone calls be made to individuals inviting them attend a special meeting for this presentation.

Adjournment: The meeting was then adjourned at 9:30am.